




SKILLING INDIA

Ushering **sustainable** growth



“The illiterate of the 21st century will not be those who cannot read and write, but those who cannot learn, unlearn, and relearn.”

- Alvin Toffler

Everyone knows that the world is changing, yet few are willing, able or capable to change according to the needs of time. Yet this inability or lack of opportunity to learn and imbibe new, marketable skills will result in people becoming “unemployable”, while depriving the industry of talent that can be put to productive use. This is eminently true for the Indian industry as a whole and the automobile and infrastructure industry in particular.

At SAVITA, we address this concern with dedicated focus and determination. Our Mission 5K Skill India initiatives are not limited to developing the skills of people, but also contribute to ensuring employability and continuous skill upgradation through familiarization with new-age technology tools.

This initiative is in keeping with our belief in inclusive growth that will benefit all stakeholders, while being a net contributor to society.

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For more details, please visit:
www.savita.com

Corporate Information

Board of Directors

Mr. G. N. Mehra
Chairman and Managing Director

Mr. S. M. Dixit
CFO & Whole-time Director

Mr. S. G. Mehra
Whole-time Director

Mrs. M. C. Dalal
Independent Director

Mr. C. R. Gupte
*Independent Director
up to 09-08-2019*

Ms. S. G. Mehra
Non-Executive Director

Mr. R. N. Pisharody
Independent Director

Mr. H. Sunder
*Independent Director
w.e.f. 28-01-2019*

Mr. C. V. Alexander
*Whole-time Director
retired on 30-04-2019*

Mr. N. B. Karpe
*Independent Director
retired on 31-03-2019*

Mr. H. A. Nagpal
*Independent Director
retired on 31-03-2019*

Mr. S. R. Pandit
*Independent Director
retired on 31-03-2019*

Company Secretary & Executive VP – Legal

Mr. U. C. Rege

Bankers

State Bank of India
Bank of Baroda
Citibank N. A.
DBS Bank Limited
ICICI Bank Limited
Standard Chartered Bank
Union Bank of India

Auditors

G. D. Apte & Co.
Chartered Accountants

Registered Office

66/67, Nariman Bhavan,
Nariman Point,
Mumbai - 400 021
Tel.: 91-22-6624 6200 / 6624 6228
Fax: 91-22-2202 9364
CIN: L24100MH1961PLC012066
Website: www.savita.com

Manufacturing Facilities

17/17A, Thane-Belapur Road,
Turbhe, Navi Mumbai - 400 703

Survey No. 10/2, Kharadpada,
Post Naroli, Silvassa,
Dadra and Nagar Haveli - 396 230

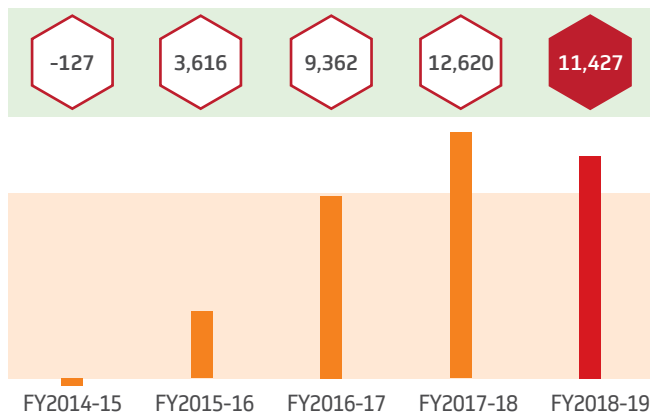
Survey No. 140/1, Village Kuvapada,
Silli, P.O. Kilwani, Silvassa,
Dadra and Nagar Haveli - 396 230

Share Transfer Agent

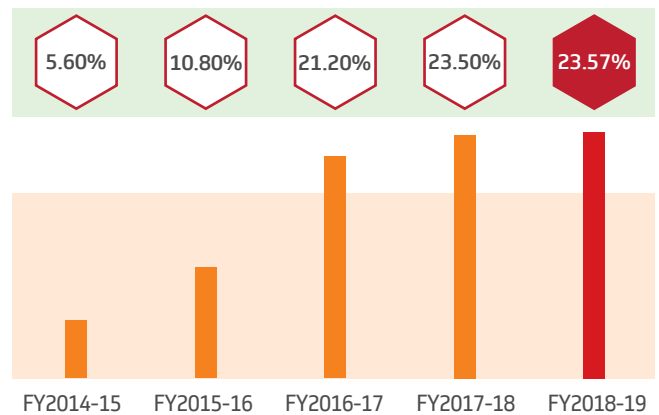
Link Intime India Pvt. Ltd.
C-101, 247 Park,
L. B. S. Marg, Vikhroli (West),
Mumbai - 400 083
Tel.: 91-22-4918 6000
Fax: 91-22-4918 6060
E-mail: rnt.helpdesk@linkintime.co.in

Financial Highlights

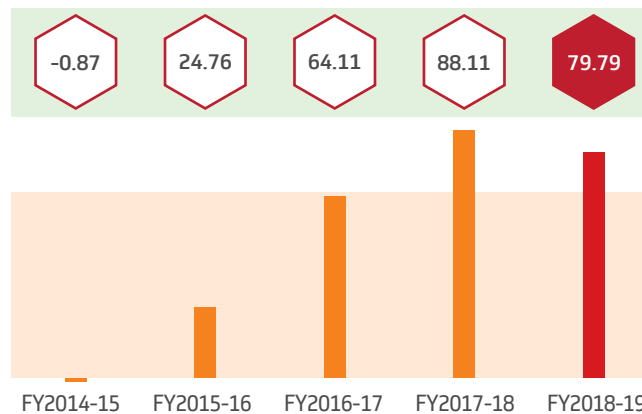
PROFIT AFTER TAX (₹ in lac)

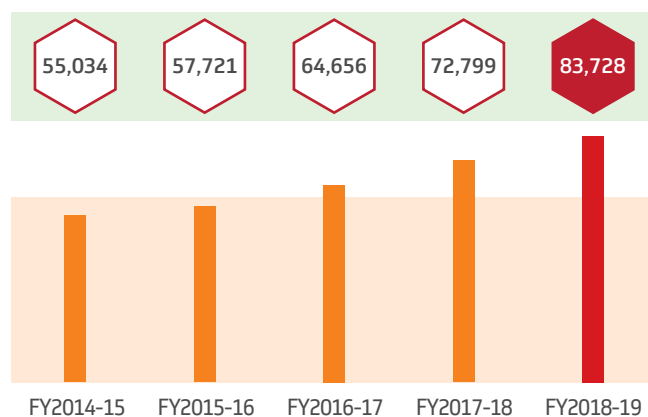
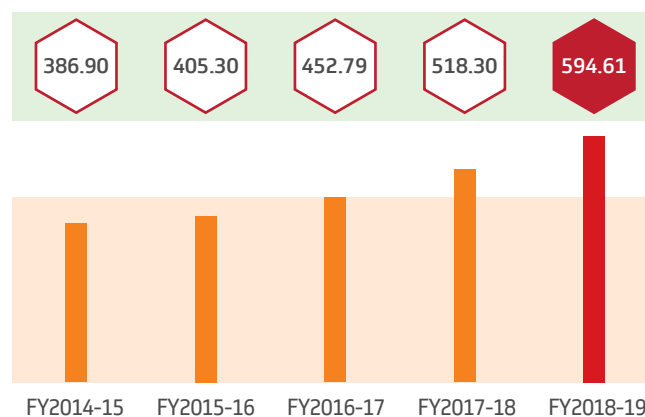
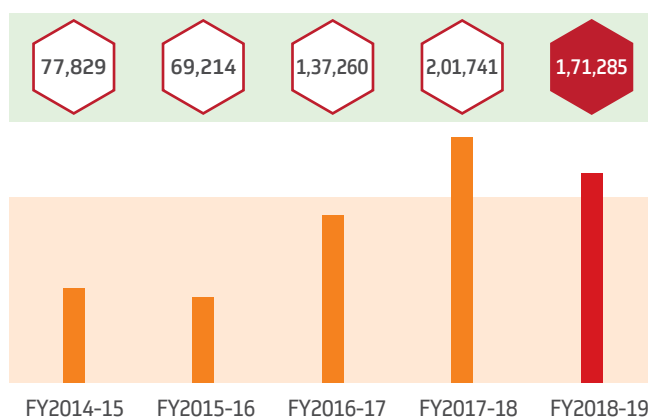


Return On Average Capital Employed (ROACE)



EARNINGS PER SHARE (EPS) (₹)



Reserves and Surplus Growth (₹ in lac)**Book Value per Share (₹)****Market Capitalization (₹ in lac)**

Who We Are

Savita Oil Technologies Limited (SAVITA or the Company) is a home-grown specialty petroleum products company established by the eminent late Mr. N. K. Mehra in 1961. We have developed and manufactured a wide range of products including Transformer Oils, Liquid Paraffins, White Oils, Automotive and Industrial Lubricants, Coolants and Greases among others, in India.

We are an innovation-driven company and our R&D facility is crucial for developing innovative products and solutions.

With our comprehensive product portfolio, we serve diverse industries such as Power Generation and Distribution, Automotive, Thermoplastic Rubbers, FMCG, Plastics, Pharmaceutical, Agriculture, Refrigeration, Polymers, among others. In addition to catering to a sizeable B2B clientele, our popular range of lubricants, greases and coolants are sold to retail customers under the brand SAVSOL.

We are headquartered in Mumbai and our world-class manufacturing facilities are situated in the state of Maharashtra and at Silvassa in the Union Territory of Dadra and Nagar Haveli.



#1

Indian petroleum specialties company to be Carbon Positive



#1

Automotive lubricant brand in Fortune Next 500 rankings, as per Fortune India's #FortuneIndiaNext500



44

Stock points



5,100+

Franchise dealers/Workshops



450+

Dealers and distributors



21,000+

Retailers



SAVSOL - Our flagship brand of lubricating oils - delivers world-class performance with minimal impact on the environment



VISION AND VALUES

Our Vision

To create value for all stakeholders by developing a diversified portfolio that builds on our core competencies and to do so in an ethical and socially responsible manner.

Our Values

★ Integrity

To be honest in all our dealings with colleagues, customers, suppliers, shareholders and all other stakeholders.

★ Accountability

To recognize and be conscious of our impact on the community that we work in and to positively impact our environment and society.

★ Performance Driven

To strive to deliver superior products in the most efficient and effective manner.

★ Reliability

To be responsive and proactive in meeting commitments, and to be responsible and accountable for the same.

★ Continuous Improvement

To constantly adapt to customer needs and changing environments and to improve current processes in order to maximize value.

★ Simplicity and Humility

To maintain a friendly attitude with all stakeholders and stay true to our belief 'Bonds build Businesses'.

BUSINESS VERTICALS:



Transformer Oils

Transformer Oils are electrical insulating oils used in Distribution & Power Transformers, Switchgears and Circuit Breakers.



Automotive and Industrial Lubricants

Lubricants reduce friction between surfaces that are in contact with each other. Our range of lubricants have applications in the automotive, industrial, aviation and marine sectors.



White and Mineral Oils

White Oils are manufactured from highly refined Base Oils. They are used as key ingredients in the manufacturing of Cosmetics, Pharmaceuticals, Plastics, Rubbers and several other processing applications.



Wind Energy

The Company has an installed capacity to produce 53.80 MW of wind powered electricity. Our windmills are located at 18 sites in the states of Maharashtra, Tamil Nadu and Karnataka.

What Sets Us Apart

We were one of the earliest private sector oil companies to set up a dedicated R&D unit certified by the Govt. of India's Department of Science and Technology way back in 1976. Innovative technology has been the hallmark of our growth. We ensure high standards in quality, technological advancement and customer engagement. It is this persistent focus and application that has delivered profitable and sustainable growth. We maintain strong relationships with our customers and suppliers and we leverage their practical feedback to develop value-added products.



Our commitment to protecting the environment led us to set up the Renewable Energy division in 1998-99

KEY PRODUCT LINES



Transformer Oils

Transformer Oils are used as insulating and cooling mediums in distribution & power transformers, instrumentation transformers, switchgears and circuit breakers. Our Transformer Oils adhere to both international and national specifications.



White and Mineral Oils

Savonol and Technol are two grades of White Mineral Oils that we offer. These highly refined specialty mineral oil-based products have applications in pharmaceuticals, plastics, agriculture, food lubricants, personal care and cosmetic industries.



Automotive Oils

SAVITA's wide variety of oils include Motorcycles and Scooter Engine Oils (4T and 2T), Heavy Duty Diesel Engine Oils, Gear Oils, Automatic Transmission Fluids, Tractors and Farm Oils, Greases and Coolants, Equipment Oils and Passenger Car Motor Oils.





Industrial Range of Oils

SAVITA's R&D breakthroughs have led to the manufacturing of Thermic and Heat Exchange Oils, Greases, Metal Working Fluids, Industrial Gear Oils, Refrigeration, Compressor Oils, Quenching Oils and Hydraulic Oils.



OUR MANUFACTURING CAPABILITIES

We are a future-focused and innovation-driven company with three world-class manufacturing facilities – one of them located in Maharashtra and the other two in Silvassa. We are known for our capability to develop and manufacture world-class products. Our newest plant in Silli, Silvassa is fully automated. Our laboratories are accredited by National Accreditation Board for Testing and Calibration Laboratories (NABL). These facilities have the capability to customize the product mix as per customer demand.



Chairman's Message



DEAR SHAREHOLDERS,

It is a great pleasure to connect with you at the end of another eventful year. We live in fast-changing times, and the more responsive we are to these changes, the better prepared we will be for the future. Our Hon'ble Prime Minister has set an ambitious target of making India a USD 5 trillion economy by 2025. To achieve this target, our economy will have to shift gears and grow at over 9% a year for the next six years. In addition to the massive amount of investment required to achieve this higher growth, our country will also need a large pool of skilled manpower who are trained in the skill sets that the industry requires. This year's Annual Report explains how your Company is providing upskilling and reskilling opportunities to meet evolving needs, along with presenting our performance highlights.

PURSUING A HIGH GROWTH TRAJECTORY

I am delighted to share that we continue to grow from strength to strength. In the previous year, we had crossed an important landmark of 3,00,000 KL in sales volume. This year, we have sustained that momentum by clocking over 3,46,000 KL in sales volume, a surge in excess of 15%. Our rate of growth was nearly twice that of our end-user industry, a testament to the



In the knowledge-centric world that we live in, adapting to new technologies and embracing change are essential for survival and growth.